RJ Reynolds Tobacco Company

To Dawn Holland 1222	# of pages > 13
Co.	From Tom Kubler 1226
Dept.	Phone #
Fax #	Fax #

51850 2236

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: OAKLAND 338 RAMPO VALLEY RD

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

YES

3A. Do you have a Doral CCD in this store? If no, please explain.

YES

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

YES

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

NO

51850 2237

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

YES

5B. Is it visible?

YES

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

NO

7. Are there any additional concerns I should know about this call?

NO

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Daron Holland

D.J. Holland

DJH/lt

M-2

51850 2238

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
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Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: Wyckoff Cedar Hill Rd

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

NO

3A. Do you have a Doral CCD in this store? If no, please explain.

YES

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

YES

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

No

"We work for smokers."

51850 2239

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR N&S plan in this store?

YES

5B. Is it visible?

YES

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

YES

7. Are there any additional concerns I should know about this call?

NO

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Daron K.P.

D.J. Holland

DJH/lt

M-2

51850 2240

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
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March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: RIDGEWOOD

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

YES

3A. Do you have a Doral CCD in this store? If no, please explain.

YES

3B. Can we add one to this store?

NO

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

YES

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

YES

51850 2241

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

YES

5B. Is it visible?

YES

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

PRODUCT ALREADY HERE CTNS - YES PACKS - NO

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Daron H.

D.J. Holland

DJH/lt

M-2

51850 2242

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
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March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: FAIRFIELD

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? YES

3A. Do you have a Doral CCD in this store? If no, please explain. YES

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

YES

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

NO

51850 2243

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

NO

5B. Is it visible?

5C. If no, can we add one? YES

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

YES BUT THERE ARE NO PRIVATE LABEL CIGS IN THIS CALL

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Daron Holland

D.J. Holland

DJH/lt

M-2

51850 2244

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store:

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

3A. Do you have a Doral CCD in this store? If no, please explain.

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

51850 2245

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

5B. Is it visible?

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Holland

D.J. Holland

DJH/lt

M-2

51850 2246

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: Englewood #31

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? yes, opm bin

3A. Do you have a Doral CCD in this store? If no, please explain. yes

3B. Can we add one to this store? —

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.
yes

4B. Can we add one? —

4C. Can we add Doral cartons to the NSS rows in a visible location? ~~We [illegible]~~
not needed

51850 2247

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

NO

5B. Is it visible?

5C. If no, can we add one?

yes

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

Yes, Back bar only

7. Are there any additional concerns I should know about this call?

NO

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Holland

D.J. Holland

DJH/lt

M-2

51850 2248

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

MGRS
REPS 3 8 9

RJ Reynolds Tobacco Company

SIS 401840
SIS 471846

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: RT.516 - OLD BRIDGE - #2 SIS 401840
RT.9 - FREEHOLD - #7 471846

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?
OLD BRIDGE - yes
FREEHOLD - yes

3A. Do you have a Doral CCD in this store? If no, please explain.
OLD BRIDGE - yes
FREEHOLD - yes

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.
OLD BRIDGE - yes
FREEHOLD - yes

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?
ALREADY DISPLAYED BOTH STORES

"We work for smokers."

OLD BRIDGE - DSC & Rotail Shelf
FREEHOLD - FLEX-DSC

51850 2249

SIS 780890

5A. Do you have an RJR NSS plan in this store? yes

5B. Is it visible? yes

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call? no

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by **March 19, 1993.**

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Holland

D.J. Holland

DJH/lt

M-2

51850 2250

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

N/A PS
REPS

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

S/S 780810
DRUG FAIR #14

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store:

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? NO

3A. Do you have a Doral CCD in this store? If no, please explain. yes

3B. Can we add one to this store? No

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain. N.O.

4B. Can we add one? NO

4C. Can we add Doral cartons to the NSS rows in a visible location? NO

51850 2251

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

2. SIS 401840
771846

5A. Do you have an RJR NSS plan in this store?

OLD BRIDGE - ~~[illegible]~~ - NO
FREEHOLD - YES - ~~[illegible]~~

5B. Is it visible? OLD BRIDGE - RETAIL SHELVING IS VISIBL
[redacted]
FREEHOLD - YES

5C. If no, can we add one?

OLD BRIDGE HAD A NSS PLAN ON OUR FLOOR BUT IT WAS REMOVED LAST YEAR. - Could we Retailer Shelving

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

[redacted] - Freehold has room,
[redacted] - [redacted] Old Bridge perhaps on Shelving

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn H.T.

D.J. Holland

DJH/lt

M-2

51850 2252

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

HAZLET 280052

MGRS
REPS 3 TOP 4

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-0076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: Hazlet # 280052

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? Yes

3A. Do you have a Doral CCD in this store? If no, please explain. Yes

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain. Yes

4B. Can we add one?

4C. Can we add Doral cartons to the NS3 rows in a visible location? Yes

51850 2253

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

HAZLET 280052

5A. Do you have an RJR NSS plan in this store? No

5B. Is it visible? Top Shelf is half visible

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call? Yes

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn K.P.

D.J. Holland

DJH/lt

M-2

51850 2254

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds
Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store:

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

3A. Do you have a Doral CCD in this store? If no, please explain.

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

51850 2255

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

5B. Is it visible?

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by **March 19, 1993.**

Thank you in advance for taking time to handle this request.

Sincerely,

D.J. Holland

DJH/lt

M-2

51850 2256

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

TEAM RJR
OUR BUSINESS

N Plfd.	Beekley Heights	So. Plfd. #1
2- overhead bin	2- OPM pack module	2- overhead bin
3A - ~~in process of~~ ~~installing~~ yes	3A - yes	3A - in process of installing
4A - ~~no~~ yes	4A - yes	4A - no
4B ~~no pilferage~~.	5A - yes	4B - no pilferage
4C - cartons on NSS Rack also	5B - 1st shelf yes 2nd sometimes	4C - cartons on NSS plan Rack
5A - yes	6 - by sliding carton Rack down it will fit	5A yes
5B - yes	7 - store is in process of remodel, I was told things were going to block racks till things complete	5B yes
6 - no - pilferage		6 no - pilferage
7 - packs for monarch if we can install a second overhead bin will accomodate. cartons? have to figure something there is space for floor		7 - something special will have to be created to make space and solve pilferage problem
* store manager not very cooperative		maybe overhead bin on other side for monarch packs

maybe

51850 2257

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds Tobacco Company

Savas Z. Alkoc
78077

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: (A) Rahway (B) Westfield (C) Clarkford

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?
(A) Yes (both) (B) No bin attached. (C) Yes (both)

3A. Do you have a Doral CCD in this store? If no, please explain.
(A) Yes / [illegible] (B) Yes (C) [illegible] ccd.

3B. Can we add one to this store?
(A) Yes (B) — (C) Yes (In process of doing so).

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.
(A) Yes (B) Yes (C) Yes.

4B. Can we add one? — N/A.

4C. Can we add Doral cartons to the NSS rows in a visible location?
N/A.

"We work for smokers."

51850 2258

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

(A) NO (B) NO (C) NO

5B. Is it visible?

N/A

5C. If no, can we add one? NO/ NOT WORTH IT W/ VISIBILITY PROBLEMS.
(ALL 3) Better off using Temp Displays for carton promotions.

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call? Yes. Top of
(ALL 3) Dollar Savings Centers empty using gravity Feed Displays w/ kt
then fill easily and theft will or should be difficult.

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

D.J. Holland

Savas Z. Alkoc
78077

DJH/lt

M-2

51850 2259

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds
Tobacco Company

APR 19 RECD

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

David M. La Berge 58529

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: #16 Millburn Mall Union

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

No

3A. Do you have a Doral CCD in this store? If no, please explain. Size of display does not handle potential sales. Should be a System III display with 144 pack minimum pack buy.

yes

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

yes

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

NO

51850 2260

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

yes

5B. Is it visible?

yes

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

yes

7. Are there any additional concerns I should know about this call?

OPM. pack modular was removed due to product being stolen and the new Register System

Please complete this survey and return to my office by March 19, 1993.

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Holland

D.J. Holland

DJH/lt

M-2

51850 2261

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

R. J. REYNOLDS
TOBACCO COMPANY

J. A. MILLER
DIVISION SALES MANAGER

1220 CAMPUS DRIVE WEST
MORGANVILLE, NJ 07751
908-972-1138
FAX 908-972-3048

FAX COVER SHEET

DATE: ~~3/19/93~~ 3/23

TO: DAWN HOLLAND

COMPANY:

FAX NO:

FROM: BOB FRICKE

NO. OF SHEETS: 3 ~~7~~ (INCLUDING COVER)

COMMENTS: DAWN:

I AM FAXING RESULTS OF DRUG FAIR SURVEY ON DIVISION 1232 STORES.

THE INFORMATION ON SIS 279962 WILL BE FORTHCOMING. ALL OTHER STORE SURVEYS ARE ATTACHED.

BOB

3/23 ATTACHED IS SURVEY ON SIS 279962. THIS COMPLETES DIV 1232

51850 2262

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

MGRS
REPS

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
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March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00) SIS 279962

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store:

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? YES

3A. Do you have a Doral CCD in this store? If no, please explain. NO. DORAL PRODUCT ON OVERHEAD BIN

3B. Can we add one to this store? POSSIBLY ON BACK BAR

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain. NO

4B. Can we add one? NO ROOM

4C. Can we add Doral cartons to the NSS rows in a visible location? NO N/S/S PLAN IN STORE

51850 2263

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

NO

5B. Is it visible?

N/A

5C. If no, can we add one?

NO

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

YES

7. Are there any additional concerns I should know about this call? NO

Please complete this survey and return to my office by **March 19, 1993.**

Thank you in advance for taking time to handle this request.

Sincerely,

D.J. Holland

DJH/lt

M-2

51850 2264

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

received March 15

RJ Reynolds
Tobacco Company

TO: DAWN

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

March 5, 1993

TO: J.A. MILLER
R.J. O'ROURKE
B. KWIATKOWSKI
S. ALKOC
L. NATALE
L. FISHER
D. LA BERGE

RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store:

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store?

3A. Do you have a Doral CCD in this store? If no, please explain.

3B. Can we add one to this store?

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain.

4B. Can we add one?

4C. Can we add Doral cartons to the NSS rows in a visible location?

51850 2265

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

WOODBRIDGE
DRUG FAIR #6

1. #6
2. yes
3A. NO - No Room
3B. NO - ~~[illegible]~~
4A. NO - Store mgr refuses to put on floor
4B NO
4C NO
5A YES
5B NO
5C NO - mgr keeps other displays in front of it
6 NO
7 there is a big pilferage problem in this store - also very small front counter + limited backshelf space.

EDISON
DRUG FAIR # 8

1. #8
2. yes
3A. yes
3B. —
4A. NO - store mgr refuses pilferage
4B NO
4C yes
5A yes
5B yes
5C —
6 possibly on backshelf
7 NO

51850 2266

F. J. Natale
72543

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

5B. Is it visible?

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

7. Are there any additional concerns I should know about this call?

Please complete this survey and return to my office by **March 19, 1993.**

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Hol.

D.J. Holland

DJH/lt

M-2

51850 2267

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

RJ Reynolds
Tobacco Company

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

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RE: DRUG FAIR STORES (2608-00-00)

Dear Managers & Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store: 4

2. Do you have an overhead bin attached to the overhead or an OPM pack module in this store? NO

3A. Do you have a Doral CCD in this store? If no, please explain. no - had one - took out due to space problem + pilferage

3B. Can we add one to this store?
possibly

4A. Do you have a Doral Savings Center carton display in this store? If no, please explain. no
manager doesn't want one due to pilferage

4B. Can we add one?
possibly

4C. Can we add Doral cartons to the NSS rows in a visible location? yes

51850 2268

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/klcy0000

5A. Do you have an RJR NSS plan in this store?

yes

5B. Is it visible?

yes

5C. If no, can we add one?

6. Can we add any additional display to accommodate Monarch packs and/or cartons to this call?

no

7. Are there any additional concerns I should know about this call? when they went w/our OPM contracts then cut inventory drastically. they are not willing to order additional brands

Please complete this survey and return to my office by **March 19, 1993.**

Thank you in advance for taking time to handle this request.

Sincerely,

Dawn Holland

D.J. Holland

DJH/lt

M-2

51850 2269

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